

## Message Text

UNCLASSIFIED

PAGE 01 LAGOS 14427 291632Z  
ACTION AF-08

INFO OCT-01 ISO-00 EB-07 /016 W  
-----291821Z 022437 /43

R 291536Z DEC 76  
FM AMEMBASSY LAGOS  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8445

UNCLAS LAGOS 14427

FOR BIC/OED/DOMESTIC EXPORT PROGRAM DIVISION

1. CHARLES OKAFOR, NEWLY APPOINTED COMMERCIAL MANAGER OF NIGERIAN NATIONAL SUPPLY COMPANY (NNSC) WHO WILL TAKE OFFICE ON APRIL 1, INTENDS VISIT US JANUARY 6-20 IN ORDER TO FIND SUPPLIERS OF MILK, SUGAR, TOMATO PUREE, SARDINES, CORNED BEEF, PALM OIL, GROUNDNUT OIL, STOCK FISH, BEER, IRON RODS, CEILING TILES, SALT, RICE, PIPES AND FITTINGS AND FISHMEAL.

2. OKAFOR HAS STATED HIS DESIRE TO SHIFT MORE OF NNSC'S PURCHASING TO AMERICAN SOURCES. COMPANY IS GOVERNMENT-OWNED AND IS LARGEST BUYER OF GOODS AND COMMODITIES IN NIGERIA. IT HAS TRADITIONALLY BEEN LINKED WITH EUROPEAN SUPPLY SOURCES, PRINCIPALLY UK CROWN AGENTS. NNSC HAS OFFICIAL IMPORT MONOPOLY FOR MOST OF ITEMS LISTED ABOVE.

3. WE HAVE CONFERRED CLOSELY WITH OKAFOR ON PURCHASING FROM AMERICA. VISIT SHOULD BE EXCELLENT OPPORTUNITY TO INITIATE BROAD MARKET PENETRATION. OKAFOR WILL VISIT USDOC SHORTLY AFTER ARRIVAL AND GUIDANCE AND ASSISTANCE ON MEETING SUPPLIERS IN ABOVE PRODUCT SECTORS WOULD BE GREATLY APPRECIATED.

4. OKAFOR IS GRADUATE OF COLUMBIA UNIVERSITY, NEW YORK.  
EASUM

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SUPPLIES, COMMODITIES, GOVERNMENT PROCUREMENT, TRADE PROMOTION  
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**Copy:** SINGLE  
**Draft Date:** 29 DEC 1976  
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**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
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**Disposition Reason:**  
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**Subject:** n/a  
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